















*This announcement appears as a matter of record only. These Securities have not been registered under the United States Securities Act of 1933 and may not be offered or sold in the United States or to United States persons as part of the distribution.*

**CITICORP**

**\$150,000,000**

**9½% Notes due January 9, 1989**

Goldman Sachs International Corp.

Daiwa Europe Limited

Shearson Lehman Brothers International

Banca Commerciale Italiana

Banca Nazionale del Lavoro

Bank of Tokyo International Limited

Banque Bruxelles Lambert S.A.

Banque Internationale à Luxembourg S.A.

Berliner Handels- und Frankfurter Bank

Crédit Lyonnais

Fuji International Finance Limited

LTCB International Limited

Manufacturers Hanover Limited

Mitsui Finance International Limited

The Nikko Securities Co., (Europe) Ltd.

Nomura International Limited

Saitama International (HK) Limited

Sumitomo Trust International Limited

Dean Witter Capital Markets-International

Yamaichi International (Europe) Limited

Yasuda Trust Europe Limited

December, 1985

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**Equitable-Lord Realty Corporation**

**\$105,765,000**

**10⅜% Notes due December 30, 1995**

**\$100,000,000**

**10½% Notes due December 30, 1997**

The Notes will be Payable from and Secured by  
an Assignment of Rents Payable under a Lease by

**The Equitable Life Assurance Society  
of the United States**

Goldman Sachs International Corp.

Credit Suisse First Boston Limited

Deutsche Bank Capital Markets Limited

Donaldson, Lufkin & Jenrette  
Securities Corporation

Algemene Bank Nederland N.V.

Bank of Tokyo International Limited

Banque Bruxelles Lambert S.A.

Banque Paribas Capital Markets Limited

Chase Investment Bank

County Bank Limited

Daiwa Europe Limited

Dresdner Bank Aktiengesellschaft

IBJ International Limited

Manufacturers Hanover Limited

Mitsui Trust Bank (Europe) S.A.

Morgan Guaranty Ltd

Morgan Stanley International

PaineWebber International

Salomon Brothers International Limited

Swiss Bank Corporation International Limited

Union Bank of Switzerland (Securities) Limited

December, 1985

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**Ford Motor Credit Company**

**\$150,000,000**

**10½% Notes due November 7, 1991**

Goldman Sachs International Corp.

Deutsche Bank Capital Markets Limited

Swiss Bank Corporation International Limited

Union Bank of Switzerland (Securities) Limited

Commerzbank Aktiengesellschaft

Banque Nationale de Paris

County Bank Limited

Credit Suisse First Boston Limited

Generale Bank

Merrill Lynch Capital Markets

Samuel Montagu & Co. Limited

Morgan Guaranty Ltd

Morgan Stanley International

Salomon Brothers International Limited

Sumitomo Finance International

November, 1985

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**The Procter & Gamble Company**

**\$150,000,000**

**9½% Notes due January 14, 2001**

Goldman Sachs International Corp.

Daiwa Europe Limited

Union Bank of Switzerland (Securities) Limited

Banca Commerciale Italiana

Banque Nationale de Paris

Baring Brothers & Co., Limited

Berliner Handels- und Frankfurter Bank

Citicorp Investment Bank Limited

Commerzbank Aktiengesellschaft

Dai-ichi Kangyo International Limited

IBJ International Limited

LTCB International Limited

Mitsui Trust Bank (Europe) S.A.

Morgan Stanley International

The Nikko Securities Co., (Europe) Ltd.

Orion Royal Bank Limited

Smith Barney, Harris Upham & Co. Incorporated

Toronto Dominion International Limited

Yamaichi International (Europe) Limited

January, 1986

مكتبة الامم









# New Eurobond Issues

Compiled by Lawrence Devietre from information supplied by European bond traders.

Issuer	Amount (millions)	Maturity	Yield	Price	Price	Terms
<b>FLOATING RATE NOTES</b>						
Bank of Boston	\$250	2001	1/4	100	99.85	Over 3-month Libor. Maximum coupon \$100.00. Callable at par in 1988. Fee 0.025%.
Commerzbank Overseas Finance	\$100	1993	1/4	100	100.20	Over 3-month Libor. Noncallable. Each \$100,000 bond has 20-year maturity. Interest at 10% over 3-month Libor. Floating rate is set at 1/4% of 3-month Libor. Warrants until the week of 1993. Fee 0.01%.
Fid Finance & Trade	\$100	1991	0.09	100	99.85	Over 3-month Libor. Callable at par in 1991 and redeemable at par in 1993. Fee 0.025%.
National Bank of Hungary	\$100	2001	1/4	100	99.85	Interest payable to the Eurobond offer for Eurobonds. Callable at par in 1991. Fee 0.025%.
New Zealand	\$350	2001	1/4	100	99.85	Interest payable to the Eurobond offer for Eurobonds. Callable at par in 1991. Fee 0.025%.
Woodside Financial Services	\$300	1997	1/4	100	99.85	Interest payable to the Eurobond offer for Eurobonds. Callable at par in 1991. Fee 0.025%.
Austria	\$100	1998	1/4	100	99.85	Over 3-month Libor. Maximum coupon 8%. Callable at par in 1991. Fee 0.025%.
European Community	ECU 350	1993	1-32	100	99.87	Over 3-month Libor. Callable at par in 1987. Floating rate at 1/4% of 3-month Libor. Fee 0.01%.
<b>FIXED-COUPON</b>						
Crédit Lyonnais	\$200	1991	9	100	98.63	Noncallable. Fee 1985.
Federal Reserve Bank	\$50	1991	8	100	98.63	Noncallable. Fee 1985.
Italy	\$200	1991	8	100	98.63	Noncallable. Fee 1985.
Nordic Investment Bank	\$100	1996	9	100	98.38	Noncallable. Fee 1985.
Philips Morris	\$200	1996	9	100	98.38	Callable at 101 in 1991. Fee 24%.
Procter & Gamble	\$200	1996	9	100	98.38	Noncallable. Fee 24%.
Société Générale	\$125	1991	9	100	99.13	Noncallable. Fee 1985.
Industrial Development Bank of India	DM 100	1993	7	99	97.75	Callable at 101 in 1988. Fee 24%.
World Bank	DM 200	1992	6	99	97	Noncallable. Fee 1985.
Airport de Paris	FF 300	1993	10	100	99.50	Callable at 100 in 1991. Floating rate in 1991. Fee 1985.
Hortega Bank of Denmark	DK 100	1991	6	100	99.50	Noncallable. Fee 1985.
Swedish Export Credit	DK 1,000	1993	9	100	98.63	Callable at 101 in 1991. Fee 1985.
Industrial Bank of Japan	ECU 50	1993	8	100	98.25	Callable at 101 in 1991. Fee 1985.
C. Itoh	¥25	1991	18	100	98	Noncallable. Guaranteed by the Dai-Ichi Kangyo Bank.
Denmark	DK 50	1989	17	100	98.25	Noncallable. Fee 1985.
Unilever Capital	¥25	1989	17	100	98.25	Noncallable. Fee 1985.
Yuko Quabec	¥10,000	1994	6	101	97.88	Noncallable. Fee 2%.
Philip Morris	¥20,000	1991	6	100	98.88	Noncallable. Fee 1985.
Yuko Quabec	¥20,000	1991	6	101	99.50	Noncallable. Fee 1985.
Washinghouse Credit	¥15,000	1994	6	101	99.00	Noncallable. Fee 2%.
<b>BONDS</b>						
Kobe Steel	\$100	1991	5	100	100.50	Noncallable. Each \$100,000 bond with one warrant exercisable into company's shares at \$25.00 per share and 25.00% per share.
Suntomo	\$100	1991	open	100	100.00	Coupon indicated at 5%. Noncallable. Each \$100,000 bond with one warrant exercisable into company's shares at \$25.00 per share and 25.00% per share.
Tokai Chemical Industries	\$30	1991	open	100	100.50	Coupon indicated at 5%. Noncallable. Each \$100,000 bond with one warrant exercisable into company's shares at \$25.00 per share and 25.00% per share.
Kubota	¥20,000	1991	open	100	99.50	Coupon indicated at 5%. Noncallable. Each bond with one warrant exercisable into company's shares at \$25.00 per share and 25.00% per share.

## Uncertainty About U.S. Rates Slows Bond Market

(Continued from Page 7)

immediate flow of switching from a bond paying 9% percent to one paying 10 percent.

At any time, holders can redeem the warrants at a price ranging from 101 to 105 in the first year to 105 at maturity. Thus, if the warrants were redeemed at maturity, a holder would receive a 50-percent capital gain, about a 30-percent annual income over the 10 years.

After five years, the warrants can be exercised only by putting up cash. By that time, the issuer has the right to call the 9 1/2-percent bonds. Normally, the call price is set at a seven-basis-point discount to the price of the bond. However, because the price of the bond has risen since 1981, the call price is set at 101 and then rises. Normally, call prices decline over time.

Analysts said they believed the structure, which offered better protection for investors than is usually seen, but that the warrant added too much cost.

It was noted, for example, that the 10-year 11 1/2-percent bond was trading at \$103.55. The 10-year 10 1/2-percent bond was trading at \$103.55. The 10-year 10 1/2-percent bond was trading at \$103.55.

Although Mitsubishi Finance, the issuer, would not give details about NIF's swapping the proceeds into floating rate debt, the borrower is believed to have achieved a very low cost of funds at about 50 basis points below Libor.

In the longer end of the market, too, there would not give details about NIF's swapping the proceeds into floating rate debt, the borrower is believed to have achieved a very low cost of funds at about 50 basis points below Libor.

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The EC market also had its first so-called "hardcore" bond issue last week. Industriewerkstoffe of West Germany issued 500 million Eurobonds, convertible into 10-year bonds with warrants to buy noncallable paper bearing a floating rate.

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# T-Bond Prices Drop Amid Nervousness On C-5 Talks

By Carl Gervitz  
International Herald Tribune

PARIS — With little new news launched last week, the focus of the international credit market was on the negotiations that are about to be launched.

The biggest of these negotiations is expected to be the renegotiation of existing loans to be refinanced at lower cost to the borrowers.

Thailand is expected to be first off the mark this week with a \$500-million multi-option facility enabling it to issue short-term Eurobonds. The facility will replace a \$200-million standby credit arranged in 1983 and a \$300-million credit facility in 1984.

Thailand is paying lenders an annual commitment fee of 1/4 percent for providing the line, which was for eight years. The 1983 facility the government would like to pay 1/4 percent and 1/2 percent on the short-term debt borrowed. The charge on the 1984 facility was 1/4 percent over Libor regardless of the amount used.

But with commitment fees sharply and now more conveniently expressed in basis points rather than in the 1/4 percent fee is equal to 25 basis points, the Thai are expected to be able to refinance at lower cost to the borrowers.

Sweden, which in 1984 raised a \$4-billion multi-option facility on which it is paying an annual commitment fee of 1/4 percent, is about to renegotiate the terms. In fact, Sweden has used the facility as a source of short-term financing, of which less than \$1.5 billion has been issued.

Sweden may not need a \$4-billion line of credit and 10 percent can expect to pay less now than the best borrowers pay only a tiny 1/4 percent on an annual commitment fee.

Also expected this week is a \$1-billion line to \$600 million for SNCF, the French state railroad. It has been out to 10 percent over Libor.

## Slower Growth Is Forecast for Japan

By John Burgess  
New York Times

TOKYO — The Japanese economy is expected to lose some steam in 1986, as slack demand and the effects of the yen's rise are expected to be the main factors behind a slower growth rate.

Even without the stronger yen, Japan's growth rate is expected to be down this year because of dampened growth there. In China, too, sales are expected to fall 1.4 percent in the coming 12 months.

Many economists expect that Japan's overall trade surplus, estimated at \$55 billion in 1985, will show a substantial decline in 1986. Exchange rate shifts take a year or more to start affecting these figures, they say.

Most economists, meanwhile, do not see domestic demand picking up the export slack. Programs to increase the domestic market have been implemented under pressure from abroad: Washington feels they are too weak to support exports. But they are not expected to have substantial effects.

It is because they consider the yen's rise a major factor that steps that are supposed to make the private sector more active. Prime

Minister Yasuhiro Nakasone has made reduction of a public pension budget deficit a priority of his year-end re-election campaign. He refuses to prime the pump with significant government spending.

Thus, in the market for coffee, the government is chasing coffee farmers' goals — speeding up the domestic economy while rearing in the export market.

Domestic demand stimulation will be the key to success, says Masahiko Kondo, chief economist of Sanjiko Bank.

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## Mexico Seeks, Perhaps, Its Last Commercial Loan

Economic Fears, Political Scene Presage a Political Tone for Future Packages

By Stephen Addison  
Reuters

MEXICO CITY — Mexico will enter into talks this week for a \$2.5-billion in new bank loans, a package that is likely to be the last of its kind, according to analysts.

The new money is part of a total planned borrowing of \$4 billion for 1986. Talks on the \$2.5-billion package are expected to start in New York, and a full meeting of the country's bank advisory committee is set for the beginning of February.

Bankers in Mexico City generally believe that the economic prospects for Mexico this year are going to be poor. They are going to agree that Mexico cannot realistically repay some \$13 billion every year, and whether they accept non-commercial borrowing.

The U.S. banker added: "It all comes down to whether the banks are going to agree that Mexico cannot realistically repay some \$13 billion every year, and whether they accept non-commercial borrowing."

the banks to press for economic reform prospects for Mexico in 1986.

Three years of austerity have done little to reduce budget deficits or inflation. In that period, the country's foreign debt has risen to a level known to be beyond 1970.

Because of this, bankers are becoming convinced that the debt question will soon take on a much more political tone.

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## Paris Bourse, After Record Year, Expects New Gains in 1986

(Continued from Page 7)

hours per day, and long-standing rules prohibit foreign brokerage firms from trading directly in the market to a dubious exclusiveness in the French brokers' community.

Another limitation is the thinness of the market. An executive of a large insurance company noted that trading in its booming stock recently has involved less than 500 transactions daily. "That reflects a very thin market," he said.

As a matter of other countries, New York, everybody is in the market and knows what is happening, but not here," Mr. Yrizarraz said.

Brushing off the criticism, Xavier Dupont, president of the stock-brokers association, said in an interview that about 4 million French residents now share trades on the Bourse.

More shares are owned outright, but increasingly, the French are buying or selling through bank savings accounts run by financial institutions, known as SICAVs, or *fonds d'investissement à capital variable*.

Mr. Dupont also cited the substantial rise in the Bourse's "second market," which was established in 1983 for medium-size companies that agree to list 10 percent of their stock and public share information on their sales and earnings.

He said that about 50 percent of trading was by institutions, 20 percent by foreign investors and about 30 percent by French residents, dis-

securities through the popular SICAVs, which could be expanded to incorporate the more active stock traded on the new morning session, representing a combined 65 percent of the total volume of stock traded.

Initially, the CATS system will link about 50 Paris-based French brokerage firms to the Bourse, and subsequently it may be expanded, possibly to Lyon and five other regional exchanges, Mr. Dupont said.

Trading in bonds, however, is by far the largest single component of the Paris market. Volume rose 33 percent last year, but fell 20 percent in 1985, reflecting heavy government borrowing.

In the denationalizations, the conservative opposition groups have pledged to return state-controlled companies to private ownership, including large industrial, service and tourism companies and banks nationalized by the Socialists in 1982 and those brought under state control shortly after World War II.

Bankers and political leaders have estimated that the plan could generate between 10 billion and 20 billion francs in new volume on the exchange market.

A key feature of the conservative position is the plan to set up a system of new tax incentives for purchasing stocks, which would give preferential treatment to employees of the state, and to the private sector.

Estimates from brokerage sources in Europe and the United States put total U.S. investments from French institutions into all European stock exchanges at around \$40 billion in 1985.

In Paris, the value of new stock issues rose 33 percent last year, but fell 20 percent in 1985, reflecting heavy government borrowing.

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servative leaders on Thursday also said to gradually lift exchange controls, decontrol prices and cut government spending.

A much debated issue is how France's tightly knit group of stockholders, known as *agents de change*, will respond to measures for reforming what Stanislas Yrizarraz, chairman of Merrill Lynch Europe, calls the "Napoleonic system."

In France, banks are licensed by the Ministry of Finance, but the banks are not members of their counterparts in most Western countries. They execute buy-and-sell orders, but they are not members of the stock exchange.

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### SELECTED U.S.A./F.C. OUTSTANDING

	RD	ASK
Amoco Corp	124	13
Boeing Corp	99	99
Boeing Corp	99	99
Boeing Corp	11	11
Boeing Corp	12	12

WITH COMPLIMENTS OF CONTINENTAL AMERICAN

## (Continued from Page 8)

**NASDAQ National List**  
*OTC consolidated trading for week ended Friday.*

**HIGHEST CURRENT YIELDS**  
On convertibles having a conversion premium  
of less than 10%

[illegible]

**Explanation of Symbols**

<ul style="list-style-type: none"> <li>— Dollar</li> <li>— Currency Unit</li> <li>— Unit of Account</li> <li>— and Sterling</li> <li>— Mark</li> <li>— Swiss Franc</li> <li>— Kroner - Cils</li> </ul>	<ul style="list-style-type: none"> <li>SRV</li> <li>Y</li> <li>LPR</li> <li>SPR</li> <li>PP</li> </ul>	<ul style="list-style-type: none"> <li>Special Drawing Right</li> <li>Van</li> <li>Luxembourg Franc</li> <li>Swiss Franc</li> <li>French Franc</li> </ul>
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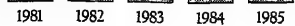
OTC Consolidated trading for week ended Friday

Series in 1970s										Series in 1980s									
1970s					1980s					1970s					1980s				
Year	High	Low	Chase	Other	Year	High	Low	Chase	Other	Year	High	Low	Chase	Other	Year	High	Low	Chase	Other
1970	1.00	0.50	0.25	0.10	1980	1.00	0.50	0.25	0.10	1971	1.00	0.50	0.25	0.10	1981	1.00	0.50	0.25	0.10
1972	1.00	0.50	0.25	0.10	1982	1.00	0.50	0.25	0.10	1973	1.00	0.50	0.25	0.10	1983	1.00	0.50	0.25	0.10
1974	1.00	0.50	0.25	0.10	1984	1.00	0.50	0.25	0.10	1975	1.00	0.50	0.25	0.10	1985	1.00	0.50	0.25	0.10
1976	1.00	0.50	0.25	0.10	1986	1.00	0.50	0.25	0.10	1977	1.00	0.50	0.25	0.10	1987	1.00	0.50	0.25	0.10
1978	1.00	0.50	0.25	0.10	1988	1.00	0.50	0.25	0.10	1979	1.00	0.50	0.25	0.10	1989	1.00	0.50	0.25	0.10
1980	1.00	0.50	0.25	0.10	1990	1.00	0.50	0.25	0.10	1981	1.00	0.50	0.25	0.10	1991	1.00	0.50	0.25	0.10
1982	1.00	0.50	0.25	0.10	1992	1.00	0.50	0.25	0.10	1983	1.00	0.50	0.25	0.10	1993	1.00	0.50	0.25	0.10
1984	1.00	0.50	0.25	0.10	1994	1.00	0.50	0.25	0.10	1985	1.00	0.50	0.25	0.10	1995	1.00	0.50	0.25	0.10
1986	1.00	0.50	0.25	0.10	1996	1.00	0.50	0.25	0.10	1987	1.00	0.50	0.25	0.10	1997	1.00	0.50	0.25	0.10
1988	1.00	0.50	0.25	0.10	1998	1.00	0.50	0.25	0.10	1989	1.00	0.50	0.25	0.10	1999	1.00	0.50	0.25	0.10
1990	1.00	0.50	0.25	0.10	1999	1.00	0.50	0.25	0.10	1990	1.00	0.50	0.25	0.10	2000	1.00	0.50	0.25	0.10
1992	1.00	0.50	0.25	0.10	2000	1.00	0.50	0.25	0.10	1991	1.00	0.50	0.25	0.10	2001	1.00	0.50	0.25	0.10
1994	1.00	0.50	0.25	0.10	2001	1.00	0.50	0.25	0.10	1992	1.00	0.50	0.25	0.10	2002	1.00	0.50	0.25	0.10
1996	1.00	0.50	0.25	0.10	2002	1.00	0.50	0.25	0.10	1993	1.00	0.50	0.25	0.10	2003	1.00	0.50	0.25	0.10
1998	1.00	0.50	0.25	0.10	2003	1.00	0.50	0.25	0.10	1994	1.00	0.50	0.25	0.10	2004	1.00	0.50	0.25	0.10
2000	1.00	0.50	0.25	0.10	2004	1.00	0.50	0.25	0.10	1995	1.00	0.50	0.25	0.10	2005	1.00	0.50	0.25	0.10
2002	1.00	0.50	0.25	0.10	2005	1.00	0.50	0.25	0.10	1996	1.00	0.50	0.25	0.10	2006	1.00	0.50	0.25	0.10
2004	1.00	0.50	0.25	0.10	2006	1.00	0.50	0.25	0.10	1997	1.00	0.50	0.25	0.10	2007	1.00	0.50	0.25	0.10
2006	1.00	0.50	0.25	0.10	2007	1.00	0.50	0.25	0.10	1998	1.00	0.50	0.25	0.10	2008	1.00	0.50	0.25	0.10
2008	1.00	0.50	0.25	0.10	2008	1.00	0.50	0.25	0.10	1999	1.00	0.50	0.25	0.10	2009	1.00	0.50	0.25	0.10
2010	1.00	0.50	0.25	0.10	2009	1.00	0.50	0.25	0.10	2000	1.00	0.50	0.25	0.10	2010	1.00	0.50	0.25	0.10

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IT'S NOT  
JUST GENIUS  
THAT KEEPS US  
GROWING.

Bell's, with only a 5 weeks showing in the past financial year, made a contribution of £1.9m profit.



In short, Guinness PLC is a dynamic consumer products and services company, set for exciting future growth."

Ernest W. Saunders

**GUINNESS PLC**

GUINNESS, HARP, KALIBER, BELL'S, MARTIN'S, R S McCOLL,  
R G DRUMMOND, 7-ELEVEN, HEDIARD, CHAMPNEYS,  
GLENEAGLES, CRANKS, NATURE'S BEST

## Guinness is good for shareholders













## Some Parting Shots

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